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Message From The Gym Tech Team

We at Gym Tech, hope this letter finds you well. As you may know, the summer is a slow time of year for indoor fitness in the Northeast.

Gym Tech is expecting things to pick up for all fitness centers in our area as the autumn season begins. This means more clients, personal training, group cycling, and everything else you offer your members to get in shape for the upcoming holiday season. We would like to remind you that as your facility begins to experience more traffic you should be on top of your preventative maintenance and are consistent with your safety inspections. If you need help with either, Gym Tech offers the most comprehensive maintenance program in the Tri-State area.

This issue of The Spotter will be focusing on exercise bikes. Here you can learn how to perform the proper maintenance on your bikes, as well as how to test and replace a battery on an exercise bike. In our equipment spot light section you will see the newest innovation of bikes in the industry. The Matrix Hybrid line of bikes offers the best of upright and recumbent bikes all in one unit.

We hope you all have a great start to the fall season!

Sincerely,

The Gym Tech Team

Industry News

As Technology Use Grows, Fitness Facilities Lack IT Executives Roles

Andy Wigderson, vice president of sales and marketing for CSI Software, Houston, says fitness clubs have historically undervalued technology. While industries such as retail, hospitality and manufacturing invest up to 6-7% of their gross sales in technology efforts, according to Wigerson, he pegs technology spending in the fitness industry at "not even close" to that level. He estimates that of the top 100 revenue generating health club companies, perhaps of 20 to 25 have a CIO or w. CSI Software held a form for CIOs this spring, drawing 10 of those estimated 20 to 25 CIOs in the industry.

One of those companies with a CIO is Goodlife Fitness, a chain of nearly 300 clubs across Canada. Its CIO, Steve Groves, worked for Goodlife for a number of years in its IT (Information Technology) department and then left the company to work in media for a couple of years. Prior to his departure, though, Groves convinced Goodlife it should create a CIO position. After two years in the media business, Groves returned to take the position for which he had lobbied.

"I see my role as the chief innovation officer rather than the chief information officer," Groves says. "We are at a really interesting crossroads between technology and the fitness industry. There is a lot of operational efficiency that can be realized by also tremendous opportunity to drive technology out into the hands of our employees as well as to engage our members. The most important relationship is going to be between the IT department and the marketing teams who are invariably living their lives online in a digital fashion. A significant portion of...

Continued on next page »

...our leads come from digital marketing and various digital platforms.
Glen Rappaport, vice president of information technology at McLean VA-based Sport & Health, says much the same.

"You have a CIO to get a different vantage point from the standpoint of technology before other executives look at it," Rappaport says. "Even though I run the technology department for the company, I really don't care that much about the technology itself. I care about how the company can use it."

Rappaport comes from the technology work, having worked for a hospitality technology vendor prior to signing on at Sport & Health. He cites one other reason some clubs might shy away from technology. "It requires some overhead to get in the game," he says. "Companies may think technology is confusing."

Bryan O'Rourke, co-founder of Integerus, a consulting company based in Covington, LA, and Fort Worth, TX says CFOs often are given the "info officer hat" within a fitness company, which short-changes the club. "They need to be looking at technology as an absolutely essential function to the way they operate their business," O'Rourke says of club executives. "They have to be aware of local search and of everything their members are using devices and Internet connectivity for."

Skeen ties another critical business function to technology-risk management. Club owners who are not tech savvy, he says, may not even know that a computer system at the front desk displays credit card numbers and other personal information when members check in. That data can be easily be misused or stolen, he says, and a company could find itself at the expensive end of a lawsuit if the club is found negligent in the way its system displayed or handled personal information. "Justifying technology based on rich analysis is much more difficult," Skeen says, "but small business owners need to be aware of these issues to be successful." A CIO or CTO can be the guide to help navigate this technology.»

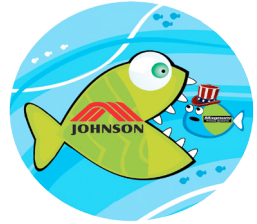
Dukart, James R.. "As Technology Use Grows, Fitness Facilities Lack Individuals in Information and Technology Executive Roles." Club Industry. (2012)

Manufacturers

Johnson Health Tech Acquires Magnum Fitness

Johnson Health Tech (JHT), the parent company of such fitness brands as Matrix, Vision, AFK and Horizon, has acquired Magnum Fitness, South Milwaukee, WI.

Magnum Fitness, a developer of commercial strength training product for more than 30 years, adds a comprehensive commercial strength product portfolio to JHT, Mark Zabel, vice president of global product development and marketing at JHT, said in a release. The product line greatly increases the competitiveness of JHT's product offering in adjacent channels of the commercial market, he added. In addition to rounding our the existing product portfolio, the acquisition of Magnum also gives JHT North American-based manufacturing capabilities.



"This acquisition allows us to offer customization and flexibility options to our commercial customers that simple were not feasible before," Zabel said. "We're excited about the possibilities."

Over the next 12 months, the JHT management team will evaluate how to best integrate the existing Magnum team , product lines, distributors and facilities into its existing operations. Ron Carringi will serve as a general manufacturing facility. Prior to this post, Carringi served as a director of engineering at JHT for nine years, and he brings experience in managing strength manufacturing facilities to his new position. »

Industry News

Planet Fitness Deal Falls Through.

A potential deal that executives at Planet Fitness had been negotiating to sell the company is not off, according to a source close to Planet Fitness, Newington, NH.

Rumours of a major deal involving Planet Fitness have been circulating for the past several weeks. The unidentified company that wanted to buy Planet Fitness was from outside the fitness industry and was not an investment company, a source says.

"Negotiating has ceased, with the challenge cited as current credit markets tightening up substantially," the source tells Club Industry. Other entities may continue to pursue affiliations with Planet Fitness because of its position in the marketplace, the source adds.

Planet Fitness had been preparing to go public with an initial public offering last year, but those plans were put on hold as the company was engaged in a lawsuit with franchisee partners in PFNY, LLC. The two sides were close to a settlement in June 2012. »

Exercise Bike Maintenance

Keep your exercise bike clean and in optimum shape with Gym Tech's maintenance schedule.

Easy Difficulty

★ ½ ☆ ☆ ☆

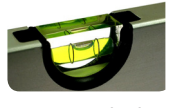
- Specific Tools Needed
- Repair Experience Recommended

Regular exercise bike preventative maintenance schedule could mean the difference between years of reliable use of your expensive exercise equipment or disaster. The best way to avoid this unwanted scenario is to perform preventative maintenance.

Doing your own maintenance on your exercise bike is not an extremely difficult or time consuming task and it's necessary if you want to protect your investment and prevent expensive exercise bike repairs. When in doubt about any type of exercise bike maintenance, you should contact either a certified repair company such as Gym Tech Fitness Service or the manufacturer for details. Otherwise, the owner's manual that came with your machine will give you important information regarding the Do's and Don'ts when working on your machine.

Before You Plug It In

The best preventative maintenance begins before your exercise bike's first user. First, **make sure the exercise bike is level** - most models can make adjustments to compensate for an uneven floor. To protect the computer and other electronic components in the console, the exercise bike must be plugged into a surge protector and/or a grounded AC outlet. You should place your machine on a floor mat, not to protect your carpet or flooring, but to protect all the mechanical moving parts in the exercise bike from sucking up lint and debris when it's powered up and producing a static charge. Maintaining your exercise bike with these two purchases together will cost less that $50 but will help extend the life of the exercise bike and avoid costly repairs later.



Daily

Remove excessive accumulations of dust, dirt, sweat and other substances by using a clean soft cloth and a liquid nonabrasive cleaner such as Fitness Equipment Polish. Wipe down the display board, covers, pedals, handlebars and seat.

⚠ **Do not spray** any liquid directly onto the display board or heart rate grips, and **never clean any exposed electronics with liquid cleaner.**

Weekly

- **Vacuum the floor under and around the exercise bike.** Move the bike so that you can better remove the dust from under the bike.

⚠ **Be careful not to damage the power cord**

- **Inspect the screws** of the display panel as well as the covers to ensure that they are tight. **Retighten if necessary**.
- **Test each bike in the user mode** for proper function. Some problems that can be found by testing the bike are **clicking pedals**, **faulty display** or a **dead battery** and **no resistance**. **Test the bikes resistance levels**. If any problems are found report them to an owner or manager so that they may make arrangements to have the bike repaired.

Monthly

- **Check** that the **seat**, **pedals**, and **shrouds** (covers) are **secure**.
- **Check** to make sure that the **pedals** are **attached tightly to the crank shafts** by using a wrench.

Quarterly

- **Remove** the **covers** from the exercise bike.
- **Vacuum** the **interior of the bike** and use a fine paint brush to remove any dust build up.
- **Clean** any **grease** off the inside of the covers using Fitness Equipment Cleaner and Degreaser.

Chain Driven Bike **Clean the chain** using Fitness Equipment Cleaner and Degreaser and then **use a Silicone Lubricant to re-lubricate** the chain.

Belt Driven Bike **Check the belt for damage**, including frays and cracks. If the belt is damaged or the chain is broken report the problem to the owner or manager so that they can make arrangements to have the bike repaired.

- **Remove the alternator brushes from the alternator and check for wear**. If they are worn, report the problem to an owner or manager so that they may make arrangements to have the parts replaced. When re-installing the motor brushes **be sure that they are reinserted the exact same way that they were removed**. If this is not performed correctly, it will damage the alternator, which will result in the need for repair or replacement of the alternator.
- **Check to make sure that the crank assembly is tight**, you can do this my using a wrench. If the crank is wobbling around just by touch, it requires a new bearing. If either of these problems occur, report it to the owner or manager so that they can make arrangements to have the bike repaired.
- **Before putting the covers back on**, check to make sure that all of the electrical connections are connected correctly, and that none of the tips look burned.

Exercise Bike Batteries
Checking & Replacing

Step 1

Refer to your owner's manual on the **placement of the battery.** If you need **help locating your battery**, contact us and we will gladly help you locate your battery.

> Send an email to our technicians!
> service@gymtechservice.com

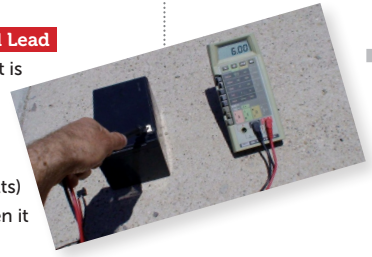
Step 2

Remove the covers from the unit where the battery is located. This almost all of the time means you will be taking at least one full side of covers off of the bike. **Some exercise bikes may have screws that must be removed from the bottom of the bike** as well. If this is the case, *with another person helping you*, carefully put the bike down on its side.

> In some cases, you **must remove a pedal or both pedals to remove the covers**. You will need the proper pedal wrench for this. *This tool is one of our specials this season.*

Step 3

Using your digital multi-meter in DC mode, put the **Red Lead** from the meter on the positive (+) corresponding tab that is located on the battery and put the **Black Lead** from the meter on the negative (-) tab. Make sure the tips of the leads have a good contact. If you have a **6 Volt battery** and the multi-meter reads less than 6 Volts (around 6 Volts) then it should be replaced. If your battery is a **12 Volt**, then it should be at or around 12 Volts.



> **If the battery reads proper voltage and your unit is still not working, your equipment problem lies with something else.**
> At that time you can either request additional technical support or schedule a service call to diagnose the issue by emailing service@gymtechservice.com

Step 4

If the **battery is low** or has **completely lost** its charge than **remove the wires attached to the battery.**

Step 5

Detach the battery from the unit, some units have their batteries secured with screws. In most locales, you must dispose of batteries in a certain way. Make sure you research battery disposal procedures in your area.

Step 6

Install the new battery and attach the wires to the positive and negative terminals as they were installed before you removed the old battery.

Step 7

Test the unit. If the unit is **now functional, then install the covers** and the repair has been completed.

Unit is still not working? Test the battery with your multi-meter to make sure that it still has sufficient power. Sometimes, even new batteries that have not been used can go bad. Make sure the wires are connected to the terminals properly. After you are sure the battery has power and the wiring is attached properly, test the unit again.

Still Didn't Help? Then you can contact Gym Tech Fitness Service with the information below.

Easy Difficulty

- Screwdriver or Allen Key set Required *(depending on equipment)*
- Digital Multimeter
- New Battery
- Rivet Removal Tool if StairMaster Product

If you have any questions on our DIY section or would like to have the maintenance performed for you, please feel free to contact us.

We are always happy to help!

E-Mail: service@gymtechservice.com

Toll Free: 866-GYM-TECH

Fall Specials

Don't miss our Fall Specials, for this issue. All the tools you would need in our DIY section are available!

Log onto GymTechService.com or Call 866-GYM-TECH to order

Pedal Removal Tool

This tool is needed to properly remove pedals from the exercise bike crank shaft.

Price *(Plus S&H)* $39.60

Exercise Bike
Maintenance Kit

Kit Includes *(One Can of Each)*

- Fitness Equipment Polish
- Fitness Equipment Degreaser
- Bottle of White Lightning Chain Lube

Price *(Shipping Included)* $45.00

Digital Multimeter

- Brand New, includes batteries
- Portable Mini Digital Multimeter
- 19 Ranges
- Dimensions: 2 5/8"W x 4 7/8"H
- Full range overload protection
- Low battery voltage indicator

Price *(Plus S&H)* $25.99

MATRIX

Price *(Plus S&H)* $49.50

STAR TRAC

Price *(Plus S&H)* $45.00

PRECOR

Precor 842i & 846i Bikes

Price *(Plus S&H)* $55.50

Life Fitness

Price *(Plus S&H)* $45.00

PRECOR

Precor 846 Exercise Bikes

Price *(Plus S&H)* $52.20

10% Off All Exercise Bike Parts when you mention The Spotter!

Offer valid for the following manufacturers:

Life Fitness · PRECOR · MATRIX · STAR TRAC

Space Age Hybrid

Matrix H7Xe features an ergonomic 45˚ seat angle that converts into both an upright and recumbent...

MORE INFORMATION
For more information on the Matrix H7xe Cycle and to view more of Matrix's equipment visit
www.matrixfitness.com

WHERE TO BUY?
If you would like to hear from a sales representative feel free to e-mail
sal@gymtechservice.com

FEATURES

- Integrated 15" touch screen display with FitTouch Technology for intuitive performance.
- Vista Clear Television Technology - the most vibrant picture quality in the industry.
- Converts between an upright and recumbent exercise bike.
- Save space with one machine that performs the function of two.
- Compatible with iPod for video and audio playback, charging, and on-screen playlist selection.
- Compatible with Nike + iPod for the Gym for simple workout training.
- Integrated 3-speed personal fan.
- Integrated wireless data transmitter for use with Asset Management System.
- Compatible with immersing Virtual Active programming.
- Innovative command seating position ensures a convenient and comfortable workout.
- Step-thru entry for easy access
- Pivoting arm rest for maximum comfort.

EXERCISE IN PASSION, The people at Matrix Fitness have a clear goal: To make commercial grade equipment that stands out, rises above, and sets new industry standards in the process.

Well, they've done just that. But that's just the beginning... Each time they introduce a new product they immediately start asking 'How can we make it better? Perhaps that's why their machines attract more attention and require less maintenance than anything the competition has to offer.

This is especially seen in Matrix Fitness's wonderful take on the next generation hybrid exercise bike. Matrix H7Xe Cycle is everything you would want in a commercial upright and recumbent exercise bike; from the technologically advanced extremely quiet and maintenance-free resistance module (unlike the leading exercise bikes), this exercise bike is loaded with features that will separate your facility from the masses.

What sets the Matrix H7Xe Cycle apart from the leading exercise bikes is the combination of beauty, technology and engineering. The huge 15" LCD touch screen with the Vista Clear television technology deliver the most crisp and vibrant picture available in fitness equipment. The H7Xe Cycle's engineers had maintenance and longevity in mind when they dreamed up this exercise bike. With removable access panels, integrated service lights, sweat management system and Matrix's leading WiFi Asset Management System make the H7Xe Cycle a winner in our book. »

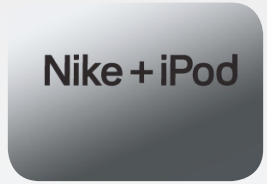
FitTouch™ Technology
Featured on the H7xe, 15" integrated LCD screen, this touch screen interface inspires users of all levels and offers intuitive operation.

Vista Clear™ Television Technology
The Vista Clear™ Television Technology delivers the most crisp and vibrant digital display available.

Ergo Form™ Seats
Matrix's seats were created from years of research. They encourage proper body alignment and support to help create the most comfortable workout.

Self-powered System
Our maintenance-free drive is completely self-powered and cord-free, providing cost-savings and freedom of placement within the facility.

45° Seat Angle
Truly innovation at work, the H7Xe Cycle features an ergonomic 45° seat angle that gives the users a workout that is both comfortable and effective.



NIKE + iPod for the Gym
Nike + iPod allows users to save their workout to their iPod and post them to nikeplus.com.

CONSOLE	
Display Type	15" Touch Screen LCD
Display Feedback	Time, distance (Km or Mi), calories, calories per hour, speed, SPM, floor climbed, heart rate, METS, watts, dynamic profile display, static profile display.
Languages	English, German, French, Italian, Spanish, Dutch, Portuguese, Chinese, Japanese, Korean, & Swedish
Workouts	Manual, Rolling, Intervals, Fat Burn, Random, Fit Test, Target HR, and Constant Watts.

RESISTANCE SYSTEM	
Minimum Watts	2 Powered / 44 Self-Powered
Minimum RPM	10 Powered / 25 Self-Powered
Resistance System	Brushless Generator with Range of 1-25 levels

FEATURES	
Crank Design	Single Piece
Contact & Wireless HR	Yes
Virtual Active Integrated	Yes
Handlebar Design	Seat Side / Front Vertical Ergo Bend
Integrated Arm Rests	Yes

TECH SPECS	
Dimensions	57.4" x 28.8" x 58.6"
Maximum User Weight	400 Lbs.
Weight	184 Lbs.
Electrical Requirements	Self-Powered / 120v / 60Hz AC Power Option

WARRANTY	
Frame	7 Years
ECB Drive System	5 Years
Parts & Labor	3 Years CAP

Additions to the Gym Tech Team

Everyone at Gym Tech is excited to welcome our newest team member, Steffany Ludena

Steffany Ludena

Everyone at Gym Tech is excited to welcome our newest team member **Steffany Ludena**. Steffany Ludena is a proud mom of two and devoted wife. Steffany joined the Gym Tech team in June of 2012.

When calling Gym Tech, expect to be greeted by Steffany as she is now working at our office handling calls, customer service and other administrative duties.

Gym Tech is very happy to have Steffany and we look forward to all of her contributions.

Find us on Facebook

News, Articles, Discussions and Help!

Join us on Facebook today at
http://www.facebook.com/**GymTech**

Say Goodbye to "Out of Order"
Say Hello to Gym Tech

The Premier Provider of Fitness Equipment Services Throughout the New York Tri-State Area.

Gym Tech is a fitness equipment service company that focuses on repairs and preventative maintenance. We offer a **high level of service** by offering a guaranteed **48-hour response time** for repairs and an unparalleled preventative maintenance program. Our maintenance program goes beyond the manufacturer suggested maintenance schedule and therefore increases the life-span of your equipment!

Preventative Maintenance

Our preventative maintenance program is designed to keep your equipment working safely and efficiently and to limit the frequency of repairs through regular maintenance.

Repair Services

We are the most acclaimed fitness equipment service provider in the industry. Our commitment to superior service is demonstrated with every customer, every call, every day.

Rest Assured

You can rest assured that Gym Tech has THE BEST insurance coverage in the business. We make sure that all of our insurance companies have an A or better rating.

Many Other Services

Not only does Gym Tech lead in preventative maintenance and repairs, we also provide many other services such as: Delivery & Installation, Gym Layout & Design, Equipment Consulting & Sales, and Fitness Center Business Consulting Services.

866-GYM-TECH

www.gymtechservice.com

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The Spotter

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